



CALIFORNIA MUNICIPAL TREASURERS ASSOCIATION AND CALIFORNIA DEBT AND INVESTMENT ADVISORY COMMISSION JOIN FORCES TO PRESENT INVESTMENT SEMINAR

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On November 13 and 14, 2002, over 70 participants joined the California Debt and Investment Advisory Commission (CDIAC) and the California Municipal Treasurers Association (CMTA) in Concord, California, for CDIAC and CMTA's first collaborative investment seminar, entitled **Investment Tools and Techniques in Today's Challenging Environment**.

The two-day program provided attendees with in-depth presentations on a variety of issues surrounding investing in today's economic environment. CDIAC Executive Director Lisa M. Harris and CMTA President Robert Groeber opened the two-day program with a joint welcoming address.

Gary Schlossberg of Wells Capital Management began the presentations with *The State of the U.S. and California Economy and its Impact on Local Governments*. Mr. Schlossberg's presentation included timely and pertinent information on California and the nation's economy, including: the current economic cycle; home sales' effect on the economy; interest rates; and his views on where the economy is heading in the months to come.

At lunch, Mayor Bill McManigal of Concord joined program attendees for a luncheon address. Mayor McManigal shared information on Concord's ten-

year plan that led to the City's current financial success. The mayor highlighted Concord's numerous awards, including the League of California Cities Helen Putnam Award for Concord's Gateway to Organizational Achievement and Learning Training Program (GOAL), the American Public Works Association Distinguished Project Award for median island landscaping; and the James Q. Wilson Award for Excellence in community policing from the regional Community Policing Institute. His remarks were interesting and thought-provoking, leaving participants with good ideas on how a local community can work towards economic and financial success.

Linda Patterson of Patterson and Associates followed the luncheon with *Investment Economics*, a presentation on the various economic indicators, what they reflect and why they should be tracked when making investment decisions. She further emphasized the importance of creating your own barometer for making short- and long-term investment decisions and discussed the importance of the yield curve and interest rates in investment portfolio management.

The second day of the program started with a team presentation by Nancy Jones and David Baccile of Public Financial Management, entitled *Getting Value in Today's Market*. This

presentation focused on three types of investment tools - corporate debt, callable federal agency securities and mortgage-backed securities - and included information and advice on these investment instruments and advantages of investing in them. Additionally, attendees broke into groups for a hands-on exercise in evaluating different instruments at different yields and maturities to determine how their investments would react based on interest rates rising or falling.

Corinne Larson of MBIA Municipal Investors Service Corporation concluded the program with *Benchmarking and Trouble-Shooting Your Investment Portfolio*. The trouble-shooting portion of Ms. Larson's presentation focused on 11 steps to prudent investing, including cash flow forecasting, analyzing the yield curve and establishing an investment outlook and strategy. The second half of the presentation focused on benchmarking, and discussed the importance and characteristics of a benchmark, benchmarks for core and liquid funds, and where to find benchmarks.

CDIAC was very pleased with the level of expertise and information shared with participants and looks forward to future collaborative efforts with the CMTA in the years to come!

This Offprint was previously published in DEBT LINE, a monthly publication of the California Debt and Investment Advisory Commission (CDIAC). CDIAC was created in 1981 to provide information, education, and technical assistance on public debt and investment to state and local public officials and public finance officers. DEBT LINE serves as a vehicle to reach CDIAC's constituents, providing news and information pertaining to the California municipal finance market. In addition to topical articles, DEBT LINE contains a listing of the proposed and final sales of public debt provided to CDIAC pursuant to Section 8855(g) of the California Government Code. Questions concerning the Commission should be directed to CDIAC at (916) 653-3269 or, by e-mail, at cdiac@treasurer.ca.gov. For a full listing of CDIAC publications, please visit our website at <http://www.treasurer.ca.gov/cdiac>.

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